4/15/81

B 3700-1

# The First National Bank of Chicago



## CONSUMER FINANCE (DIRECT CASH LENDING) COMPANY RATIOS

| Statement Date | | 12-31-74 | 12-31-75 | 12-31-76 | 12-31-77 | 12-31-78 | 12-31-79 | 12-31-80 |
|---|---|---|---|---|---|---|---|---|
| % Cash to Total Non-Subordinated Debt | 1 | 7.70 | 8.74 | 6.64 | 4.04 | 3.11 | 2.32 | 2.21 |
| Ratio—Total Non-Subordinated Debt to Working Capital | 2 | 4.19 to 1 | 3.70 to 1 | 3.37 to 1 | 3.24 to 1 | 3.83 to 1 | 4.05 to 1 | 4.25 to 1 |
| Ratio—Total Debt to Tangible Net Worth | 3 | 4.61 to 1 | 4.19 to 1 | 3.96 to 1 | 3.97 to 1 | 3.95 to 1 | 4.58 to 1 | 4.40 to 1 |
| % Direct Cash Loans to Total Receivables | 4 | 88.31 | 90.69 | 89.51 | 87.19 | 86.49 | 86.15 | 85.36 |
| % Retail Contracts to Total Receivables | 5 | 11.37 | 9.08 | 9.98 | 11.86 | 12.15 | 11.82 | 11.18 |
| % Other Receivables to Total Receivables | 6 | .32 | .23 | .51 | .95 | 1.36 | 2.03 | 3.46 |
| % Average Monthly Cash Principal Collections to Average Net Monthly Outstandings | 7 | 4.35 | 4.37 | 4.68 | 4.72 | 4.63 | 4.54 | 4.15 |
| No. of Months' Collections Required to Pay Total Non-Subordinated Debt (net of cash) applying % in Ratio #7 to fiscal date net outstandings | 8 | 16.59 | 15.90 | 15.13 | 15.22 | 16.94 | 17.56 | 18.00 |
| % Bank Borrowings to Total Non-Subordinated Debt | 9 | 35.55 | 32.30 | 24.99 | 18.59 | 13.44 | 13.01 | 11.58 |
| % Open Market Borrowings to Total Non-Subordinated Debt | 10 | 17.76 | 21.92 | 21.89 | 20.58 | 19.41 | 21.72 | 23.62 |
| % Unused Lines to Open Market Borrowings | 11 | 179.55 | 186.76 | 160.91 | 166.70 | 143.05 | 135.03 | 127.02 |
| Past Due and Delinquent Accounts | 12 | | | | | | | |
| % 180 Day Accounts—No collections received for 180 days or more | | .88 | .70 | .79 | .50 | .37 | .42 | .50 |
| % 90-179 Day Accounts—No collections received for 90 to 179 days | | 1.46 | 1.33 | 1.14 | 1.13 | 1.14 | 1.34 | 1.43 |
| % 60-89 Day Accounts—No collections received for 60 to 89 days | | 1.62 | 1.61 | 1.44 | 1.51 | 1.60 | 1.68 | 1.67 |
| % Charges and Interest Only Accounts—Accounts on which interest, deferment or default charges only were received in the last 60 days of the period | | .82 | .83 | .96 | .96 | 1.10 | 1.27 | 1.55 |
| % Partial Payment Accounts—Accounts on which less than 50% of original contractual monthly payment received during last 60 days of the period | 13 | 1.07 | 1.12 | .75 | .51 | .36 | .33 | .34 |

DEL-795-1

Name of Company Composite Ratios - Consumer Finance (Direct Cash Lending) Companies

## The First National Bank of Chicago

CONSUMER FINANCE (DIRECT CASH LENDING) COMPANY RATIOS

| Statement Date | | 12-31-74 | 12-31-75 | 12-31-76 | 12-31-77 | 12-31-78 | 12-31-79 | 12-31-80 |
|---|---|---|---|---|---|---|---|---|
| % Reserve for Losses to Total Instalment Receivables | 14 | 3.09 | 2.96 | 3.13 | 3.07 | 3.05 | 2.95 | 2.94 |
| % Deferred Income to Total Instalment Receivables with Charges Included in Face Amount of Notes | 15 | 18.45 | 19.41 | 20.25 | 21.27 | 22.63 | 23.00 | 23.58 |
| Average Amount of Individual Loan Balances | 16 | 1090.00 | 1229.00 | 1317.00 | 1443.00 | 1564.00 | 1696.00 | 1984.00 |
| Average Amount of Individual Loans Made | 17 | 1283.00 | 1470.00 | 1540.00 | 1641.00 | 1792.00 | 2080.00 | 2328.00 |
| % Loans to Present Borrowers | 18 | 69.44 | 70.02 | 68.96 | 68.27 | 65.84 | 66.42 | 65.76 |
| % Loans to Present Borrowers with less than 10% Additional Cash Advanced (using No. of Accounts) | 19 | 5.30 | 6.47 | 5.78 | 4.92 | 4.68 | 4.93 | 5.93 |
| % Loans Written for Longer than 37 Months | 20 | 14.35 | 16.01 | 17.69 | 22.49 | 28.72 | 31.35 | 36.11 |
| % Recoveries on Loans Charged Off | 21 | 13.57 | 14.71 | 18.10 | 20.20 | 18.46 | 18.32 | 15.50 |
| % Net Charge-Offs to Average Net Outstandings | 22 | 2.52 | 2.45 | 2.38 | 2.00 | 1.96 | 1.85 | 2.31 |
| Volume for Period (millions) | 23 | 8,449 | 8,246 | 9,170 | 10,694 | 11,812 | 13,888 | 13,461 |
| Total Outstandings (millions) | 24 | 9,446 | 9,375 | 9,941 | 11,344 | 13,178 | 16,238 | 17,257 |
| % Subordinated Term Debt to Capital Funds | 25 | 31.66 | 32.28 | 31.27 | 32.32 | 31.74 | 32.23 | 30.51 |
| % Preferred Stock to Capital Funds | 26 | 6.43 | 7.19 | 6.46 | 5.04 | 4.69 | 5.16 | 5.21 |
| % Common Stock to Capital Funds | 27 | 5.66 | 5.41 | 5.13 | 3.11 | 2.92 | 2.69 | 2.51 |
| % Capital and Earned Surplus to Capital Funds | 28 | 56.25 | 55.12 | 57.14 | 59.53 | 60.65 | 59.92 | 61.77 |
| % Net Profit to Average Net Worth | 29 | 8.46 | 8.49 | 9.86 | 12.69 | 11.79 | 11.65 | 9.28 |
| % Dividends to Net Profit | 30 | 58.23 | 61.94 | 48.43 | 36.84 | 46.89 | 43.69 | 41.59 |
| % Operating Expenses to Gross Revenue | 31 | 54.99 | 57.64 | 58.63 | 56.11 | 54.49 | 52.05 | 48.54 |
| % Interest Expenses to Gross Revenue | 32 | 35.82 | 31.13 | 28.66 | 25.51 | 30.53 | 35.84 | 40.28 |
| % Total Expenses Including Taxes to Gross Revenue | 33 | 94.29 | 90.79 | 90.41 | 87.95 | 88.57 | 91.85 | 92.56 |
| % Net Profit to Average Total Resources | 34 | 1.76 | 1.81 | 2.16 | 2.65 | 2.42 | 2.31 | 1.83 |
| Ratio—Times Fixed Charges Earned | 35 | 1.24 | 1.45 | 1.57 | 1.74 | 1.63 | 1.41 | 1.28 |

DEL-795-2

Name of Company Composite Ratios - Consumer Finance (Direct Cash Lending) Companies